



U.S. Department of Energy

Office of Small & Disadvantaged
Business Utilization

www.smallbusiness.doe.gov

Business Opportunity Session

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December 17, 2009

U.S. DEPARTMENT OF
ENERGY



DOE Business Model

Site and Facility Management Contractors (FMCs) Management and Operating (M&O) Contracts (FAR 17.6)

- * DOE owns land and facilities, contractor employs research, development, and production personnel; and manages facility.
- * Limited Liability Corporations (LLC) – Only responsibility is to manage and operate specific facility
- * Performance-based, Award Fee, and Award Term
- * DOE has 15,000 FTEs and 100,000 contractor workforce
- * Approximately 42 FMCs, 24 of which are national laboratories
- * National laboratories are under the cognizance of DOE



American Recovery and Reinvestment Act of 2009 (ARRA)

- * Signed into law by President Obama on February 17, 2009.
- * It is an unprecedented effort to jumpstart our economy, create or save millions of jobs.
- * Put a down payment on addressing long-neglected challenges so our economy can thrive in the 21st century.
- * Includes measures to modernize our nations infrastructure, enhance energy independence, expand educational opportunities, preserve and improve affordable healthcare, provide tax relief, and protect those in greatest need.

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American Recovery and Reinvestment Act of 2009 (ARRA)

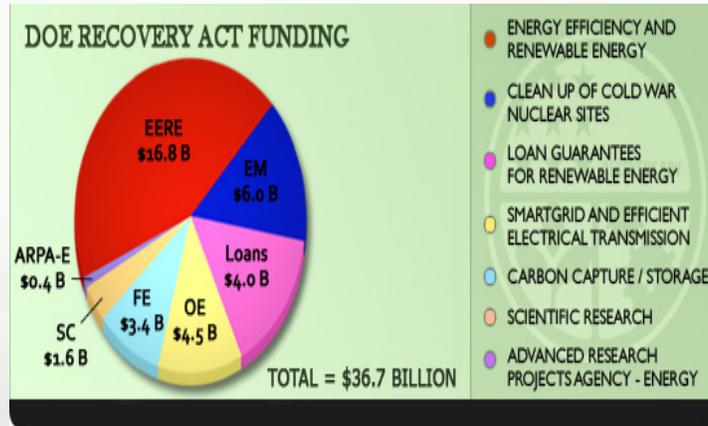
(Dollars in 1000s)

Program Element	FY 2010 Est. Cong. Budget	ARRA of 2009	Total
Energy Efficiency and Renewable Energy (EE)	\$2,318,602	\$16,772,000	\$19,090,602
Loan Guarantee (LG)		\$3,970,000	\$3,970,000
Environmental Management (EM)	\$5,629,725	\$6,000,000	\$11,629,725
Advanced Research Projects Agency-Energy (ARPA-E)		\$389,000	\$389,000
Fossil Energy (FE)	\$881,565	\$3,399,000	\$4,280,565
Inspector General (IG)	\$51,455	\$7,500	\$58,955
Electricity Delivery and Energy Reliability (OE)	\$208,008	\$4,496,000	\$4,704,008
Science (SC)	\$4,941,682	\$1,633,000	\$6,574,682
Power Marketing Administrations	\$994,261	\$10,000	\$1,004,261
All Other (except CF-WCF)	\$12,136,287		\$12,136,287
Total	\$27,161,585	\$36,676,500	\$63,838,085

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Recovery Act Programs



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ARRA Programs

- * DOE Recovery Programs can be found at:
<http://www.energy.gov/recovery>
- * Funding opportunities are federal, state, and local levels can be found at:
<http://www.energy.gov/recovery/funding.htm>
- * The DOE Recovery Act Clearinghouse is to increase the availability of ARRA programs at DOE. The Clearinghouse website is:
<https://recoveryclearinghouse.energy.gov/index.htm>

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What Does DOE Buy?

The Department purchases a wide variety of goods and services:

- Facility Management
- Construction
- R & D
- Management/Scientific Consulting
- Administrative Services
- IT and Data Processing
- Security
- Engineering
- Waste Treatment and Disposal

→ Check FPDS-NG NAICS Code Report

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DOE-Related NAICS Codes

- * 561210 – Facilities Support Services
- * 541710 – Research & Development in the Physical Engineering and Life Sciences
- * 562910 – Remediation Services
- * 611310 – Colleges, Universities, and Professional Schools
- * 234930 – Industrial Non-building Structure Construction
- * 561110 – Office Administrative Services
- * 562211 – Hazardous Waste Treatment and Disposal
- * 561612 – Security Guards and Patrol Services
- * 541519 – Other Computer Related Services
- * 332313 – Plate Work Manufacturing
- * 928120 – International Affairs
- * 541990 – All Other Professional Scientific and Technical Services
- * 541330 – Engineering Services
- * 541611 – Administrative Management and General Management Consulting Services

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DOE-Related NAICS Codes

- * 236220 – Commercial and Institutional Building Construction
- * 234990 – All Other Heavy Construction
- * 325188 – All Other Basic Inorganic Chemical Manufacturing
- * 541690 – Other Scientific and Technical Consulting Services
- * 233310 – Manufacturing and Industrial Building Construction
- * 541513 – Computer Facilities Management Services
- * 213112 – Support Activities for Oil and Gas Operations
- * 561990 – All Other Support Services
- * 514210 – Data Processing Services
- * 332710 – Machine Shops

→ Check FPDS-NG NAICS Code Report

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Rules of Engagement

- * Register with Central Contractor Register (CCR) – www.ccr.gov
- * Currently, you should register with DOE's e-Center for acquisitions under \$100,000 and Industry Interactive Procurement System (IIPS) for acquisitions greater than \$100,000 – <http://e-center.doe.gov>
- * Register with FedConnect – to view current business opportunities, receive solicitations, and submit proposals – <https://www.fedconnect.net/FedConnect/>
- * Check out SBA's "Sub-Net": <http://web.sba.gov/subnet>. SubNet is equivalent of FedBizOps for subcontracting opportunities posted by primes.

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Rules of Engagement

- * Check out Federal spending websites at:
<http://www.fedspending.org> and
<http://www.usaspending.gov>. Search contract and FA spending from 2000-2008 and where your money goes.
- * Go to DOE's website – www.energy.gov and use the “white” search box in the upper right hand corner of page to find information about anything regarding DOE and its projects – i.e. type in “biomass” and see what you retrieve.
- * From DOE's website – www.energy.gov; scroll down the left side to “Doing Business with DOE” (quick reference stamp) –
http://management.energy.gov/business_DOE.htm.

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Doing Business with DOE

- * Link to the OSDBU Page – <http://smallbusiness.doe.gov>
- * DOE Business Forecast – <http://hqInc.doe.gov/Forecast>
- * List of Contracting Offices --
<http://management.energy.gov/procurement.htm>
- * List of FMCs and their mission --
<http://management.energy.gov/1159.htm>
- * Recovery Act transparencies –
<http://www.energy.gov/recovery/index.htm> or
<http://recovery.gov>

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Doing Business with DOE

- * National Energy Technology Lab (NETL) and unsolicited proposals -- <http://www.netl.doe.gov/business/usp/unsol.html>
- * Strategic sourcing including "Inter-contractor Purchasing Team" (ICPT) – <http://management.energy.gov/1364.htm>
- * FedConnect – <https://www.fedconnect.net/FedConnect/>
- * DOE e-Center – <http://www.pr.doe.gov/>
- * FedBizOps – <https://www.fbo.gov> only shows synopses
- * Federal and DOE procurement regulations and guidance – http://management.energy.gov/policy_guidance/procurement_acquisition.htm

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Doing Business with DOE

- * Financial Assistance (FA) – www.grants.gov
- * FA policy and guidance – http://management.energy.gov/policy_guidance/financial_assistance.htm
- * OMB Grants Guidance – http://www.whitehouse.gov/omb/grants/grants_forms.html
- * PADS-on-Line – <http://padsonline.energy.gov/>
- * PADS-on-Line instructions – <http://management.energy.gov/1263.htm>

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How Do I Get a Contract with DOE?

- * **Must clearly and convincingly demonstrate that you can fulfill the requirement in a cost effective manner**
- * Knowledge of what elements purchase – engage with elements, field office and FMC Small Business Program Managers (SBPMs)
- * Allow yourself sufficient time to prepare for the competition (1-2 years)
- * Intelligence gathering and do your homework
 - Obtain a copy of current contract and/or former RFP
 - Use FOIA or federal procurement market intelligence services firms
 - Review Statement of Work (SOW) Section “C”
 - Continued on next page

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How Do I Get a Contract with DOE?

Intelligence gathering and doing your homework (continued) –

- Key personnel – past experience and past performance
- Bench strength
- If requirement is steep, consider teaming – 13 CFR 121.103
- or
- SBA Mentor Protégé participation 13 CFR 124.520 –
<http://www.sba.gov/tools/index.html>
- Section “M” – Evaluation Criteria

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How Do I Get a Contract with DOE?

Intelligence gathering and do your homework (continued)

- Prepare Business Development Plan – Company's Ingenuity and Strategy to fulfill requirement
- Preparation of winning proposal (Conformance to Section "L" of RFP). Proposal is the level playing field.
- Accessibility is "key" – Get on GSA Schedules or GWACs
- Incumbents do not always win recompetition
- Need help? Contact PTACs at <http://wingovcon.com/ptacs.htm> or <http://www.aptac-us.org/new/>

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Helpful References

http://www.management.energy/business_doe/hq_services.htm

→ DOE Headquarters Services – Doing Business with Headquarters

<http://e-center.doe.gov>

→ A convenient, comprehensive and extensive electronic communications information center for information about DOE's acquisition and financial assistance opportunities and the place to initiate business transactions.

<http://www.netl.doe.gov/business/usp/unsol.html>

→ DOE's central focal point for all DOE Unsolicited Proposals is the National Energy Technology Laboratory (NETL).

<https://www.fedconnect.net>

→ FedConnect is an online marketplace where federal agencies post opportunities and make awards via the web. Any vendor can view public postings without registering.

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Helpful References (Cont.)

<https://www.fbo.gov>

→ FedBizOpps is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal, FBO.gov, commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

http://fedgov.dnb.com/webform/pages/reqDuns_phone.jsp

→ Obtain a DUNS number. As described in the website, you may call (866) 705-5711 and obtain the number within 10 minutes!

<http://www.ccr.gov>

→ Central Contractor Registration (CCR) is the primary registrant for the U.S. Federal Government. CCR collect, validates, stores and disseminates data in support of agency acquisition missions.

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Helpful References (Cont.)

<http://www.wingovcon.com/ptacs.htm> or <http://www.aptac-us.org/new/>

→ Procurement Technical Assistance Centers provide the business community with the most current and reliable information available to help any size businesses succeed as a government contractor.

http://www.sba.gov/idc/groups/public/documents/sba_homepage/serv_sstd_tablepdf.pdf

→ SBA Size Standards matched to NAICS Codes.

<http://www.directives.doe.gov>

→ DOE Directives are official communications of policies, requirements and procedures.

<http://www.arnet.gov>

→ Acquisition Central is hosted by Integrated Acquisition Environment (AEI), the E-Gov Initiative that is streamlining the federal acquisition process.

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Helpful References (Cont.)

<https://www.fpds.gov>

→ The Federal Procurement Data System Next Generation (FPDS-NG) contains data that the Federal Government uses to create recurring and special reports to the President, the Congress, the Government Accountability Office, Federal executive agencies and the general public.

<http://smallbusiness.doe.gov>

→ DOE is the largest civilian buying agency in the Federal Government, procuring over \$22 billion in goods and services annually.

<http://www.sba.gov/tools/index.html>

→ The SBA provides a wealth of information unique to small business through monthly chat events, electronic newsletters, podcasts and a myriad of business resources to support your business needs. Also, website for Laws and regulations including 13 CFR.

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Helpful References (Cont.)

<http://www.sba.gov/localresources/index.html>

→ Business guidance and support to increase your odds of long-term success. Find counseling, training and business development specialists providing free and low-cost services in your area.

<http://www.sba.gov/services/index.html>

→ Features SBA-backed loans, government contracting opportunities, disaster assistance and training programs to help your business succeed.

<http://www.sba.gov/smallbusinessplanner/index.html>

→ The Small Business Planner includes information and resources that will help you at any stage of the business lifecycle.

<http://www.science.gov>

→ Searches over 38 databases and 1,950 selected websites, offering 200 million pages of authoritative **U.S. government science information**, including research and development results.

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Helpful References (Cont.)

http://www.usa.gov/Business/Business_Gateway.shtml

→ USA.gov™ is the U.S. government's official web portal.

<http://www.recovery.gov>

→ This website is the main vehicle to provide each and every citizen with the ability to monitor the progress of the recovery.

<http://www.energy.gov/recovery>

→ A comprehensive and extensive information center about DOE and the American Recovery and Reinvestment Act of 2009 (Recovery Act).

<http://www.usaspending.gov> and <http://www.fedspending.org>

→ Provides easy access to Government contract, grant and other award data.

<http://www.vetbiz.gov/>

→ Is the portal for Veterans in Business.

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Helpful References (Cont.)

http://www.rules.house.gov/111LegTest/111_hr1_text.pfd

→ H.R. 1 – The bill in regards to the American Recovery and Reinvestment Act of 2009.

<http://www.appropriations.senate.gov>

→ Website for the U.S. Senate Committee on Appropriations.

<http://www.finance.senate.gov/hearings/statements/012709mb.pdf>

→ Website for the Committee on Finance – January 27, 2009 Open Executive Statement by Senator Max Baucus (D-MT) to consider the American Recovery and Reinvestment Act of 2009.

<http://www.finance.senate.gov/hearings/statements/012709mb.pdf>

→ Website for the U.S. Senate Committee on Finance – Information on Legislation

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